



He Never Amounted to Much in School— But Look at Him Today!

"SORT of a nobody in school, he was. Not stupid—just a drifter. He seemed born to be merely a cog in the world's machinery. No one would have given him a second thought if suddenly he hadn't begun to rise in his job, and go up and up—Look, He's coming in."

Burroughs, the speaker, raised a warning finger. The busy room had hushed. Twenty men's unfinished arguments, questions, challenges, seemed to hang suspended in the air. The entire convention, obviously sincere and terribly in earnest, silenced half-spoken words and faced about the huge mahogany table, tense with eagerness.

There had entered the turbulent room the man they waited—the man who was to lead these distressed, perplexed men by sheer force of his superior mental skill—who was to sway them to one common idea, one concerted action, one single, sound, successful purpose, and transform their impotence into Power.

He was not an awe-inspiring figure to look at. But his personality dominated. With perhaps one-fourth the schooling of those around him, he faced them with quiet assurance and perfect poise.

He looked silently but understandingly into their upturned faces, and, as if by the miracle of his smile, excitement changed to calm.

"Gentlemen," he said (and you could have heard a pin drop), "I am happy to tell you that our problem is solved."

Then, without notes or memoranda, without the slightest trace of effort, he swung into what he had to say. He stated the case. He dissected the complex and analyzed it into the simple. He discarded the futile. He weighed the essentials in every aspect of related value. Doubts were dissipated, objections swept away by the clearness of his logic, the power of his reasoning. Swiftly, irresistibly, he led up to the one and only solution, presented it with mighty force—and stepped down amid a roar of applause the like of which I had never heard.

When I met this marvelous man again—which you may be sure I did the first chance I got—he rather took my breath by saying in his quiet, modest way in the midst of my congratulations:

"You are not fair to yourself to praise me for some thing you can do as easily as I. We both have normal native ability. And with that any one can do what you mistakenly praise me for."

"You don't believe it," he continued. "Suppose I illustrate. Isn't it true that you know people who succeed better in your field of work than you? Honesty compels you to admit it. Have these people more than your original ability? Not at all. Well, then, isn't it plain that they succeed better simply because they have trained their minds to work better? You have only to develop your brain, just as I had to develop mine."

He pressed a little book into my hand, said "Think it over" and "Good-bye." and was gone. I stood there doing perhaps the first real thinking of my life. Here I was striving for success, yet doing nothing to strengthen and develop my mind, the only part of me with which I could hope to win. I was no more efficient mentally than a month ago—or a year ago.

I had not even taken a hint from the office book-keeper, who, by acquiring the easily-learned habit of adding two columns of figures at once, had speeded his work and raised his salary. I was standing still. I hadn't even started on the road that leads to bigger and better living. I was that biggest of all fools—the man who fools himself.

The Secret of Mental Power

That evening I studied the little book "The Secret of Mental Power," the most interesting and mind-spurring book I have ever read. It showed how the great tragedy of modern life is that 99 out of every 100 have an equal chance to win—but that less than one in 10,000 ever learns to use the brains that Nature gave him.

It showed how there can be no investment of time and money that pays such large and certain dividends as development of the ability to think straight. It went on to tell of a marvelous course in mental clearness and accuracy, prepared so that you or I can train ourselves, simply and easily, in odds and ends of spare time that now go to waste, without leaving home, without losing a day or a dollar from our present occupation—a course of mental training so practical in character that it can be applied day by day directly in our work and to our immediate advantage and profit.

New Pleasure in Living

By methods as fascinating as a delightful game you learn to understand yourself by self-analysis. You make startling mental discoveries. You pick up the keys that some day will open a wealth of personal mind-powers you never knew existed. Your interest in life wakes up. You are encouraged. You feel a sudden all-conquering desire to develop your mind to the highest possible degree. You are happier than you have ever been before.

With this new incentive of courage and confidence you begin to acquire the thought habits that are to become the ready-laid tracks upon which will travel the mental quickness you so much desire.

The Secret of Mental Power

Get This FREE BOOK

—if you want to know:

- How to analyze yourself
- How to awaken "pep"
- How to establish habits of thought
- How to end fears and worries
- How to adapt yourself
- How to use your temper
- How to concentrate without effort
- How to win an argument
- How to overcome self-consciousness
- How to make a mental store house
- How to size-up, judge and foresee
- How to master important problems
- How to enjoy your career.



While others grope, wander and reason in circles, you begin to think systematically, clearly, straight to logical results. Instead of holding you back by its uselessness, your mind becomes your willing slave, making you master of your greatest problems, equipping you to grasp the opportunities that come to you, and broadening out to give you mental power to create opportunities of your own.

Never before has there been open to the whole world such a training in thought process as this, which rapidly and fascinatingly (and at almost no cost) can lift you far above the deadly commonplace levels of the average undeveloped mind.

Just a little more skill in right thinking, just the 10% to 20% of additional mental skill which separates the small mind from the great, and you have equipped yourself to be somebody and to get somewhere. The greatest thinkers the world has ever known have barely scratched the surface of the latent powers the average mind contains.

Get This FREE Book

"The Secret of Mental Power" is published by the Independent Corporation. You can have a copy free on request. No matter what your age, your occupation or your education, you should read it. It is the most inspiring, encouraging book ever written to those in every walk of life who have within them the spark of ambition to get ahead.

Don't undervalue this book because it costs you nothing. It is a small book—you can read it in twenty minutes. But within its 32 pages is explained the most practical common-sense system of constructive thinking, the easiest and quickest method of mind-building ever discovered—the secret of developing mental power in a way as interesting and entertaining as a game.

The fact that you have read this far proves your desire to improve your mind. Don't let this desire come to nothing at the moment when you have but to write your name to get all the convincing facts. You will receive, without cost, information that has proved the turning point in hundreds of careers.

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